

Slovakia

MARKET REVIEW

Macroeconomic developments in Slovakia. The growth of the Slovak economy in 2012 slowed down compared to the previous year. GDP in constant prices increased by 2.0% compared to a GDP growth rate of 3.2% in 2011. The source of growth was mainly due to foreign demand, which is, however, gradually slowing down. A significant impact on the overall development of the economy was the development in the region and in the world, as most of the production is exported.

The main driver of the Slovak economy is vehicle production. There are three big automotive producers (VW, PSA and KIA). In the last 10 years, car production has increased by more than three times and a total of 930,000 cars have been made. Per thousand people, 171 units were produced. This means that Slovakia is number one worldwide for car production per head.

The car industry accounts for 30% of total industry in the country. Total exports grew by 10.7% with a positive balance of €3.6m (only €1.0m in 2011). Slovakia exported 84% of its exports to countries in the EU.

On the contrary, domestic demand caused a dampening on the development of GDP, mainly due to the decline in

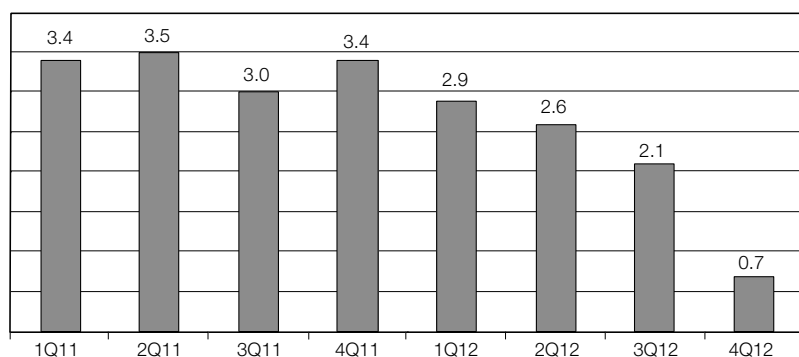


Dušan Keketi, President, The Association of Leasing Companies of the Slovak Republic.

investment for the decrease in profitability of companies, but also due to lower private and public consumption. In production terms mainly industry and some services contributed to GDP growth.

In 2012, stimulus of the post-crisis recovery began to fade in the labour market. Employers were able to produce a higher amount of value to total GDP and had virtually no effect on employment. The inflow of new candidates who entered the labour market during the year meant more interest in the job

Table 1: GDP growth in Slovakia 2011-12 (%)



Leasing services

ALD Automotive sro Organizacná Zložka

Hodzovo námestie 1A, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (2) 6829 8801/ (9) 0380 9998; Email: infosk@aldautomotive.sk; Website: www.aldautomotive.sk. Branch Director: Daniel Tomáško; Email: daniel.tomasko@aldautomotive.com.
Activities: Member of the Leasing Association of Slovakia.

Allen & Overy Bratislava SRO

5th Floor, Carlton Savoy Building, Mostová 2, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (2) 5920 2400; Fax: +421 (2) 5920 2424; Email: information@allenovery.com; Website: www.allenovery.com. Contact Partner: Hugh Owen.

Activities: International legal practice with 31 offices in 22 countries. Advising on all types of domestic and cross-border, asset financial leasing (both tax based and non tax based) in all sectors including shipping, aviation and rail finance.

Arval Slovakia s.r.o

Galvaniho 15/A, SK-821 04 Bratislava, Slovak Republic. Tel: +421 (2) 5710 8045; Email: arval@arval.sk; Website: www.arval.sk. Marketing Director: Marek Kramár.

Activities: Member of the Leasing Association of Slovakia.

Aukčné Centrum sro

Liscie Údolie 59, SK-841 04 Bratislava, Slovak Republic. Tel: +421 (905) 380 442; Email: kralik@barrister.sk; Website: www.aukcnecentrum.sk. Managing Director: Andrej Králik.
Activities: Member of the Leasing Association of Slovakia.

AutoFinance AS

Okružná 18, SK-058 01 Poprad, Slovak Republic. Tel: +421 (52) 3213 000; Fax: +421 (52) 7891 535; Email: autofinance@autofinance.sk; Website: www.autofinance.sk. Executive Officer & Chairman of the Board: Rudolf Skokan; Direct Tel: +421 (52) 3213 022; Email: skokan@autofinance.sk.
Activities: Member of the Leasing Association of Slovakia.

Banco Banif Mais SA Pobočka Zahranicnej Banky

Einsteinova 21, SK-851 01 Bratislava, Slovak Republic. Tel: +421 (2) 3222 2000; Fax: +421 (2) 3222 2099; Email: banifplus.sk@banifplus.sk; Website: www.banifplus.sk. Head of Branch: Pavel Rapos; Direct Tel: +421 (911) 550 162; Email: pavel.rapos@banifplus.sk.
Activities: Member of the Leasing Association of Slovakia.

BAWAG Leasing & Fleet SRO

Trnavská cesta 50, SK-821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4463 4400; Fax: +421 (2) 4445 8385; Email: slovensko@leasing.at; Website: www.bawagleasingandfleet.com. Managing Director: Radka Windhofer.
Activities: Dealing with operational and financial leasing. Member of the Leasing Association of Slovakia.

Benefit Leasing sro

Werferova 3, SK-040 11 Kosice, Slovak Republic. Tel: +421 (55) 2850 011; Email: info@benefitleasing.sk; Website: www.benefitleasing.sk. Managing Director: Peter Remiás.
Activities: Dealing with the leasing of personal, utility & truck technology and production facilities. Member of the Leasing Association of Slovakia.

BKS-Leasing AS

Pribinova 4, SK-811 09 Bratislava, Slovak Republic. Tel: +421 (2) 3232 3050; Fax: +421 (2) 3232 3090; Email: info@bks-leasing.sk; Website: www.bksleasing.sk. Members of the Management Board: Ing. Peter Malo; Mag. Harald Brunner.
Activities: Universal leasing company. Member of the Leasing Association of Slovakia.

BPT Leasing AS

Drienová 34, SK-821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4870 5011; Fax: +421 (2) 4341 2222; Website: www.bptleasing.sk. CFO & Member of the Board: Pavol Mihál; Tel: +421 (2) 4870 5031; Email: pmihal@bptleasing.sk.
Activities: Lessor. Member of the Leasing Association of Slovakia.

Business Lease Slovakia SRO

City Business Centre 1, Karadzicova 8, SK-821 08 Bratislava 2, Slovak Republic. Tel: +421 (2) 5810 3810; Fax: +421 (2) 5810 3811; Email: info@businesslease.sk; Website: www.businesslease.sk. Managing Director: Björn van den Berg.
Activities: Operational lease of passenger and light commercial vehicles. Advice regarding mobility.

market, which was reflected in the increase in the unemployment rate. The unemployment rate rose slightly to 14% (+0.4%).

Legislation. Legislation for business is stable in Slovakia. In 2012, the applied income tax rate was 19%. For products and services, VAT of 20% was paid.

Leasing operations are governed by the Trade Code provisions and also, in part, by the Civil Code. Leasing companies and leasing activities are not directly subject to bank supervision, only indirectly through parent banks, if they are part of a banking group.

In 2012, the new government announced support actions to preserve the stability of the euro, but heralded a retreat from some reforms. Legislation for leasing is still favourable. The methods of depreciation are vitally important.

ASSOCIATION

THE ASSOCIATION OF LEASING COMPANIES OF THE SLOVAK REPUBLIC (ALS)

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811 08 Bratislava
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Fax: +421 2 52 931 748
Email: lizing@lizing.sk
Website: www.lizing.sk

President:
Dušan Keketi

Secretary General:
Marian Tibensky

There are three forms of writing-off in use – straight-line, accelerated and leasing method.

The former government, through the Ministry of Finance in 2011, tried to

Leasing services

Car Detect spol sro

T. Vansovej 1, SK-974 01 Banská Bystrica, Slovak Republic. Tel: +421 (42) 4710 760/1; Fax: +421 (2) 6353 2030/1; Email: cardetect@cardetect.sk; Website: www.cardetect.sk. Managing Director: Dusan Strelec; Direct Tel: +421 903 474 747; Email: strelec@cardetect.sk.

Activities: Member of the Leasing Association of Slovakia.

CHG-MERIDIAN Computer Leasing Slovakia SRO

Mateja Bela 8, SK-811 06 Bratislava, Slovak Republic. Tel: +420 (2) 7210 2111; Fax: +420 (2) 7210 2766; Email: czech@chg-meridian.com; Website: www.chg-meridian.com. Executive Vice President of Sales, Eastern Europe: Thomas Albrecht; Direct Tel: +49 (171) 3156 085; Email: thomas.albrecht@chg-meridian.de. **Activities:** Part of CHG-MERIDIAN AG, founded in 1979, one of Europe's top leasing companies in the field of information technology independent of manufacturers and banks. As well as flexible financing and extensive services, the company also offers remarketing of used IT hardware.

Consumer Finance Holding AS

Bernoláková 468/17, SK-052 01 Poprad, Slovak Republic. Tel: +421 (52) 7861 786; Fax: +421 (52) 7861 856; Email: info@quatrocar.sk; Website: www.quatrocar.sk; www.cfh.sk. Company Director: Michal Juhán; Direct Tel: +421 908 996 019; Email: mjuhan@cfh.sk; Sales Director: Daniel Svocák; Direct Tel: +421 (905) 949 323; Email: dsvocak@cfh.sk; Controlling Department: Miroslav Profantová; Direct Tel: +421 (52) 7863 807; Email: mprofantova@cfh.sk. **Activities:** Member of the Leasing Association of Slovakia.

Credium Slovakia AS

Einsteinova 21, SK-852 86 Bratislava, Slovak Republic. Tel: +421 (2) 3500 2111; Fax: +420 (2) 3500 2102; Email: info@credium.sk; Website: www.credium.sk. Chairman & CEO: Martin Vetška; Direct Tel: +421 903 778 917; Email: vetyska@credium.sk. **Activities:** Member of the Leasing Association of Slovakia.

CSI Leasing Slovakia SRO

Karadzicova 8/A, SK-821 08 Bratislava, Slovak Republic. Tel: +421 (2) 5810 3815; Fax: +421 (2) 5810 3817; Email: info@csileasing.sk; Website: www.csileasing.com.

Activities: Leasing provider, vendor programmes, working directly with channels.

CSOB Leasing AS

Panónská cesta 11, SK-852 01 Bratislava, Slovak Republic. Tel: +421 (2) 6820 2111; Fax: +421 (2) 6381 5248; Email: info@csobleasing.sk; Website: www.csobleasing.sk. Chairman of the Board & CEO: Richard Daubner; Direct Tel: +421 (2) 6820 2192; Email: daubner@csobleasing.sk; Marketing Manager: Stanislav Jassák; Direct Tel: +421 (2) 6820 2135; Email: jassak@csobleasing.sk.

Activities: Universal leasing company, financing and insuring a full range of commodities for all type of clients. Long term market leader. Member of KBC Group.

Deutsche Leasing Slovakia spol sro

Prievozska 4B, SK-821 09 Bratislava, Slovak Republic. Tel: +421 (2) 5775 9211; Fax: +421 (2) 5775 9222; Email: info@dlslovakia.sk; Website: www.deutsche-leasing.com. Managing Directors: Václav Matejka; Direct Tel: +421 (26) 7228 112; Email: vaclav.matejka@dlcr.cz; Radan Havelka; Direct Tel: +421 (26) 7228 113; Email: radan.havelka@dlcr.cz; Uta Reichel; Direct Tel: +421 (26) 7228 114; Email: uta.reichel@dlcr.cz.

Activities: Member of the Leasing Association of Slovakia.

Erste Group Immorent Slovakia SRO

Tomášikova 48, SK-832 52 Bratislava, Slovak Republic. Tel: +421 (2) 4862 9911; Fax: +421 (2) 4862 7222; Email: office.sk@immorent.com; Website: www.erstegroupimmorent.sk.

Managing Directors: Peter Malik; Renate Tomaschek. **Activities:** Real estate leasing, equipment leasing, project development and construction services.

Finanz Servis spol sro

Zvolenská cesta 20, SK-974 01 Banská Bystrica, Slovak Republic. Tel/Fax: +421 (48) 4324 357; Email: info@finansservis.sk; Website: www.finanzservis.sk. Managing Director: Svetozár Kudron.

Activities: Submits finance leasing for personal cars, utility cars & lorries, machine & industrial appliances, computing & office technology.

Forward sro

Nám. A. Hlinku 36-9, SK-017 01 Považská Bystrica, Slovak Republic. Tel: +421 (42) 432 7600/6704; Fax: +421 (42) 432 7983; Email: leasing@forward.sk; Website: www.forward.sk. Managing Director: Ivana Mosková; Direct Tel: +421 903 501 825.

Activities: Member of the Leasing Association of Slovakia.

GE Money AS

Bottova 7, PO Box 99, SK-811 09 Bratislava 1, Slovak Republic. Tel: +421 (2) 5922 5111; Fax: +421 (2) 5922 5176; Email: zakaznickyservis@ge.com; Website: www.gemoney.sk. General Manager: Juraj Ploskunák JUDr.; Direct Tel: +421 (2) 5922 5114; Email: juraj.ploskunak@ge.com.

Activities: Member of the Leasing Association of Slovakia.

Table 2: Leasing market development in Slovakia 2009–12 (€m)

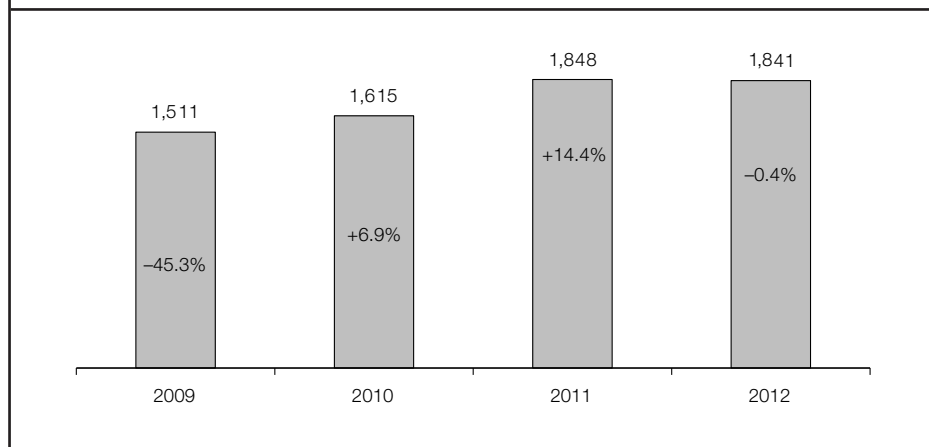


Table 3: Leasing market development in Slovakia from 1Q 2011 to 4Q 2012 (€m)

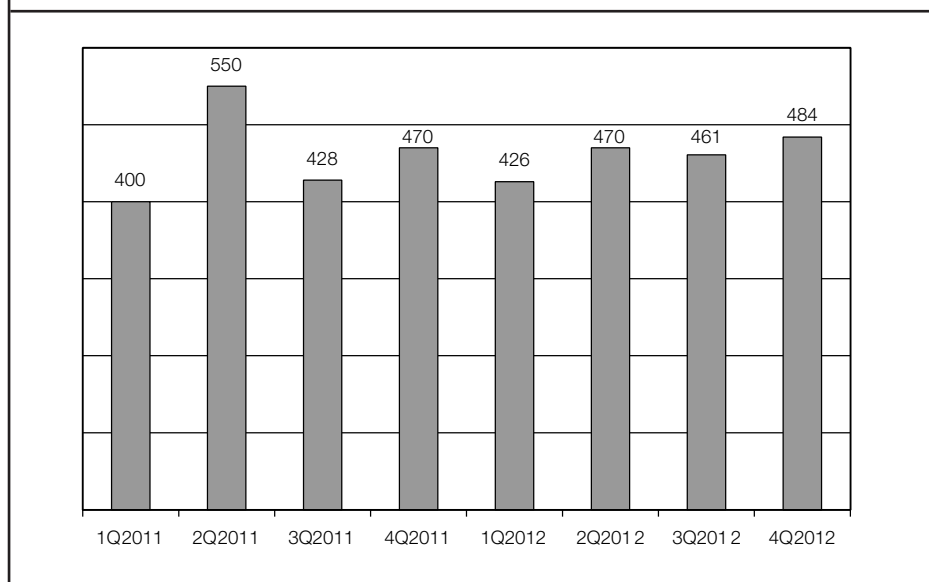


Table 4: Leasing by asset type (2011–12)

Asset type	Production in 2012 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Passenger cars	833	768	8.5
Light commercial vehicles	93	99	-6.1
Lorry vehicles	360	339	6.2
Machinery and equipment	418	431	-3.0
Information technology	7	9	-22.2
Ships, airplanes and railway vehicles	21	32	-34.4
Others	22	17	29.4
Total movable assets	1,754	1,695	3.5
Real estate	87	153	-43.1
Whole market	1,841	1,848	-0.4

Source: ALS.

eliminate lease depreciation as part of payroll tax reforms (simply called super-gross wage). The Slovak Leasing Association objected, supported by an analysis of the negative impact on investment development. Unfortunately, it had not been taken into account and thus the parliament, with effect from 2012, set aside the lease depreciation.

Nevertheless, the ALS did not give up. It re-submitted its calculations and analysis, and gained the support of business associations (to represent the lessees). Among them, for example, was the Automotive Industry Association, which proved to be a good strategy.

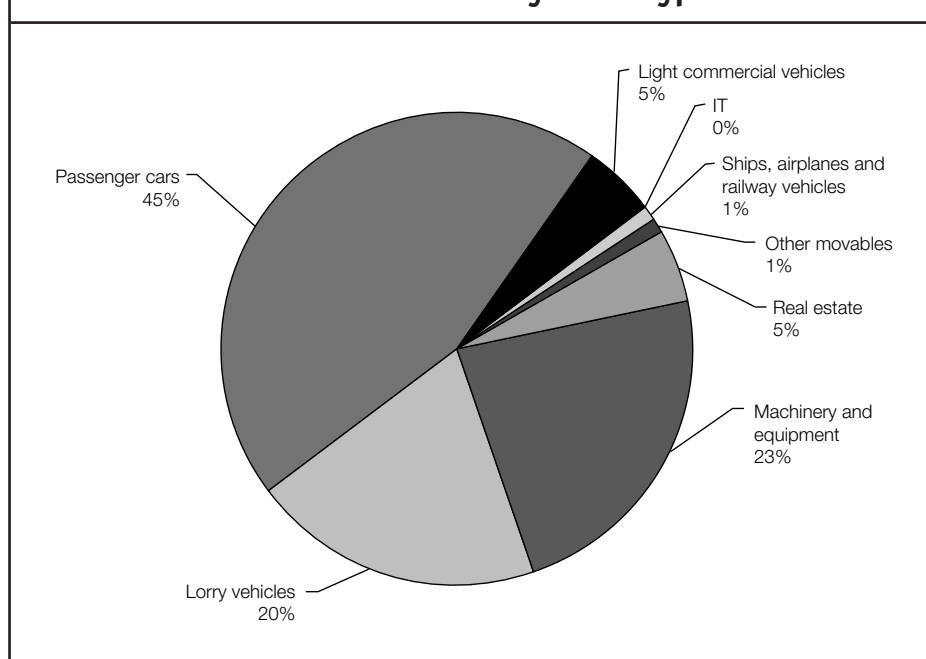
In early 2012, the ALS once again succeeded in putting the issue of depreciation over to parliament and finally, despite resistance from the outgoing government, the law passed allowing the use of leasing depreciation. The provision of

not allowing leasing depreciation was effective for a mere two months and from March 2012 it was possible to apply for favourable lease depreciation again. This is considered in the business sector as one of the biggest lobbying successes of the ALS.

Leasing market in 2012. The total volume of new business in 2012 reached €1.8bn, roughly the same as in 2011. The growth was negative (-0.4%) and significantly less than in 2011 (+14.4%). A big difference in the type of assets was evident. In equipment, the volume increased by 1% and in real estate we recorded a huge fall, nearly by half of that of 2011 (-44%).

It seems a new level of business was set up, fluctuating in the future around a growth rate of 1%–5%, approximately by one quarter lower than the average volume before the world crisis.

Most of the market is made up of

Table 5: New business in 2012 by asset type

Leasing services

Gentle Car sro

Námestie Slobody 32, SK-909 01 Skalica, Slovak Republic. Tel: +421 (2) 5341 0178; Website: www.sixt.sk. Director of Sales: Michal Mensik; Tel: +421 (904) 272 047; Email: mensik@sixt.sk.
Activities: Member of the Leasing Association of Slovakia.

GMAC sro Organizacná Zlozka

Prievozska 2A, SK-821 09 Bratislava, Slovak Republic. Tel: +421 (2) 6544 0513; Fax: +421 (2) 6544 0515; Email: gmac.czech@gmacfs.com; Website: www.gmac.sk. Company Representative: Katarína Vajsová.
Activities: Member of the Leasing Association of Slovakia.

GR8 Auctions AS

Strážnická 3, SK-811 03 Bratislava, Slovak Republic. Email: gss@moskovska13.sk; Website: www.gr8auctions.sk. Chairman of the Board: Mojmir Chalupka.
Activities: Member of the Leasing Association of Slovakia.

Home Credit Slovakia AS

Teplická 7434-147, SK-921 22 Piest'any, Slovak Republic. Tel: +421 850 111 118; Fax: +421 (33) 776 7219; Email: posta@homecredit.sk; Website: www.homecredit.sk. Sales & Marketing Director: Frantisek Klincko; Direct Tel: +421 918 847 638; Email: fklincko@homecredit.sk.
Activities: Member of the Slovak Leasing Association (ALSSR).

IKB Leasing SR sro

Tomášikova 64, Lakeside Park, SK-831 04 Bratislava, Slovak Republic. Tel: +421 (2) 4911 2700; Fax: +421 (2) 4911 2710; Email: info@ikb-leasing.sk; Website: www.ikb-leasing.sk. Director: Tomáš Polakovic; Tel: +421 (2) 4911 2703; Email: tomas.polakovic@ikb-leasing.sk.
Activities: Member of the Leasing Association of Slovakia.

Impuls-Leasing Slovakia sro

tetivova 4, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (2) 3260 2000; Fax: +421 (2) 3260 2100; Email: office@impuls-leasing.sk; Website: www.impuls-leasing.sk. CEO: Radovan Polakovic; Direct Tel: +421 (910) 824 001; Email: polakovic@impuls-leasing.sk.
Activities: Member of the Leasing Association of Slovakia.

Iris Ident sro

Mládeznická 36, SK-974 01 Banská Bystrica, Slovak Republic. Tel: +421 (48) 4151 518; Fax: +421 (48) 4151 152; Email: iris@iris.sk; Website: www.ko.sk. Director: Róbert Zrubák; Direct Tel: +421 903 771 771; Email: zrubak@iris.sk.
Activities: Member of the Leasing Association of Slovakia.

LeasePlan Slovakia

Sevcenkova 34, SK-851 01 Bratislava, Slovak Republic. Tel: +421 (2) 2064 9200; Fax: +421 (2) 2064 9205/6; Email: leaseplan@leaseplan.sk; Website: www.leaseplan.sk. Managing Director: Frantisek Stank; Direct Tel: +421 903 707 078; Email: frantisek.stank@leaseplan.sk.

Activities: Award winning fleet management and vehicle leasing provider - 1.3million vehicles globally, operations in 31 countries.

Leasing Slovakia Sporitel'ne AS

Tomášikova 48, SK-832 69 Bratislava, Slovak Republic. Tel: +421 (2) 5070 9444; Fax: +421 (2) 5070 9450; Email: info@slsp.sk; Website: www.leasingslsp.sk. Manager, Operating Lease: Robert Takác; Direct Tel: +421 (911) 144 808; Email: takac.robort@slsp.sk.
Activities: Member of the Leasing Association of Slovakia.

Mercedes-Benz Financial Services Slovakia sro

Tuhovská 11, SK-831 07 Bratislava, Slovak Republic. Tel: +421 (2) 4929 4624; Fax: +421 (2) 4929 4666; Email: leasing@mbfs.sk; Website: www.mbfs.sk. Executive Director & Chief Clerk: Martin Pavelek; Direct Tel: +420 (2) 4929 4600; Email: martin.pavelek@daimler.com.
Activities: Member of the Leasing Association of Slovakia.

Monaq Leasing AS

Panská 13, SK-811 01 Bratislava, Slovak Republic. Tel: +421 (2) 5930 0070 79; Fax: +421 (2) 5930 0078; Email: monaq@monaqleasing.sk; Website: www.monaqleasing.sk. Member of the Board: Peter Regenda; Direct Tel: +421 (915) 808 178; Email: regenda@monaqleasing.sk.
Activities: Member of the Leasing Association of Slovakia.

Oberbank Leasing sro

Galvániho 7B, SK-821 04 Bratislava, Slovak Republic. Tel: +421 (2) 4821 4321; Fax: +421 (2) 4821 4340; Email: leasing@oberbank.sk; Website: www.oberbankleasing.sk. Managing Director: Andrea Klukonová; Direct Tel: +421 (902) 940 960; Email: andrea.klukonova@oberbank.sk.
Activities: Member of the Leasing Association of Slovakia.

PricewaterhouseCoopers Slovakia sro

Námestie 1 mája 18, SK-815 32 Bratislava, Slovak Republic. Tel: +421 (2) 59350 111; Fax: +421 (2) 59350 222; Email: office.general@sk.pwc.com; Website: www.pwc.com.
Activities: Has a global network of asset finance and leasing experts providing business consulting, accounting, tax & legal expertise and experience.

movables leasing, at up to 95%. In asset structure there are no big changes, with the exception of light commercial vehicles (LCV) which has dropped to 5% in 2012 from 15% in 2009.

This is caused by the legislation change on VAT. Until the end of 2009, with personal cars used for business, there was no claim for VAT deduction, but it was possible for LCVs. According to the VAT law, these were used for transporting goods and services and they were distinguished with bars in the back part of a vehicle. So many entrepreneurs bought vehicles featured as LCVs (marked N1) even if they looked more like personal cars (marked M1).

However, from 2010 all vehicles for

business could claim VAT deduction, and after that time came a sharp decline in N1 car leasing. On the contrary, car leasing increased by 8.5% in 2012 and LCVs dropped by 6.3%. Now both these commodities have increased by 6.8% in total.

New business in machinery fell by 3% in 2012. To compare, a remarkable growth rate of 47% was seen in this category in 2011. It was a conjectural fluctuation, again influenced by legislation. This group increased predominately due to leasing of equipment for renewable sources of energy (solar energy, hydropower plants, etc.), where state subventions were granted for acquisition and the running of these plants. This was only a short-term matter, as in 2012 due

Leasing services

PricewaterhouseCoopers Slovakia sro

Hlavná 108, SK-040 01 Košice, Slovak Republic. Tel: +421 (55) 3215 311; Fax: +421 (55) 3215 322; Email: office.general@sk.pwc.com; Website: www.pwc.com.

Activities: Has a global network of asset finance and leasing experts providing business consulting, accounting, tax & legal expertise and experience.

PSA Finance Slovakia sro

Prievozská Street 4C, SK-821 09 Bratislava, Slovak Republic. Tel: +421 (2) 5348 3752; Fax: +421 (2) 5348 3756; Website: www.banquepsafinance.com. Commercial & Marketing Director: Zuzana Vániová; Email: zuzana.vaniova@mps.com; Operational Risk Controller, Compliance & Quality Manager: Miroslav Grecnik; Direct Tel: +421 (2) 5348 3759; Email: miroslav.grecnik@mps.com. **Activities:** Member of the Leasing Association of Slovakia.

S Slovakia spol sro

Tomášikova 17, SK-821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4826 9450; Fax: +421 (2) 4826 9451; Email: info@sslovensko.sk; Website: www.sslovensko.sk. CEO: Tibor Cunderlík; Email: tcunderlik@sslovensko.sk.

Activities: Primarily active in agriculture and farming. Member of the Leasing Association of Slovakia.

Salans

Námestie SNP 15, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (220) 660 111; Fax: +421 (220) 660 999; Email: bratislava@salans.com; Website: www.salans.com. Managing Partner: Ladislav Storek; Contact: Olga Humlová.

Activities: Multinational law firm advising financiers and corporates. Expertise in big ticket leasing, asset finance and real estate across 17 countries.

Santander Consumer Finance AS Organizacna Zlozka

Mlynské Nivy 71, SK-821 05 Bratislava; Postal Address: PO Box 51, 828 53 Bratislava, Slovak Republic. Tel: +421 (2) 3211 111; Fax: +421 (2) 3211 100; Email: info.sk@santander.sk; Website: www.santander.sk. Managing Director: Peter Palkovic; Direct Tel: +421 (2) 3231 1999; Email: peter.palkovic@santander.sk.

Activities: Member of the Leasing Association of Slovakia.

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Tomášikova 48, SK-832 44 Bratislava, Slovak Republic. Website: www.autoleasing.sk. Managing Director & CEO: Rudolf Hanták; Direct Tel: +421 (2) 4862 9828; Email: hantak@sautoleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Scania Finance Slovak Republic sro

Diaľničná cesta 4570-2A, SK-03 01 Senec, Slovak Republic. Tel: +421 (2) 4820 8387; Fax: +421 (2) 4820 8379; Website: www.scania.sk. Country Manager: Bohuslav Viglask; Direct Tel: +421 (911) 280 105; Email: bohuslav.viglasky@scania.sk.

Activities: Member of the Leasing Association of Slovakia.

Seco Leasing AS

Jesenského 25, SK-036 01 Martin, Slovak Republic. Tel: +421 (43) 4211 214; Fax: +421 (43) 4224 821; Email: leasing@seco.sk; Website: www.seco.sk. Chairman of the Board: Peter Kuruc; Direct Tel: +421 (43) 4211 231; Email: kuruc@seco.sk; Member of the Board: Eva Kurucová.

Activities: Member of the Leasing Association of Slovakia.

SG Equipment Finance Czech Republic SRO Organizacna Zlozka

Hodzovo nám 1A, SK-811 06 Bratislava 1, Slovak Republic. Tel: +421 (2) 5920 6725; Fax: +421 (2) 5920 6767; Email: info@sgf.cz; Website: www.sgf.sk. Treasury Manager: Michal Elan; Direct Tel: +421 (2) 5920 6721; Email: michel.elan@sgf.cz.

Activities: Equipment and vendor finance in the fields of high-tech, industrial equipment and transport, customised European vendor programmes.

Summit Finance Slovakia sro

Tuhovská 9, SK-831 07 Bratislava, Slovak Republic. Tel: +421 (2) 3352 6200 255; Fax: +421 (2) 3352 6290; Email: finance@summit.sk; Website: www.summit.sk. CEO: Aurélia Bielešchová; Direct Tel: +421 (2) 3352 6280; Email: bieleschova@summit.sk.

Activities: Member of the Leasing Association of Slovakia.

Tatra-Leasing sro

Hodzovo námestie 3, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (2) 5919 3168; Fax: +421 (2) 5919 3048; Email: info@tatraleasing.sk; Website: www.tatraleasing.sk. CEO: Igor Horváth; Direct Tel: +421 (905) 605 234; Email: igor_horvath@tatraleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Top Leasing sro

Stred'anská 4056, SK-955 01 Topol'cany, Slovak Republic. Tel: +421 (38) 5328 483; Fax: +421 (38) 5328 482; Email: sekretariat@topleasing.sk; Website: www.topleasing.sk. Managing Director: Jozef Nestina; Email: konatel@topleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Table 6: Type of financing (2011-12)

Asset type	Production in 2012 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Financial lease	879	1,026	-14.3
Operational lease	207	198	4.5
Hire purchase and loan	755	624	21.0
Total market – movables	1,841	1,848	-0.4

Source: ALS.

Table 7: New business in 2012 by type of contract

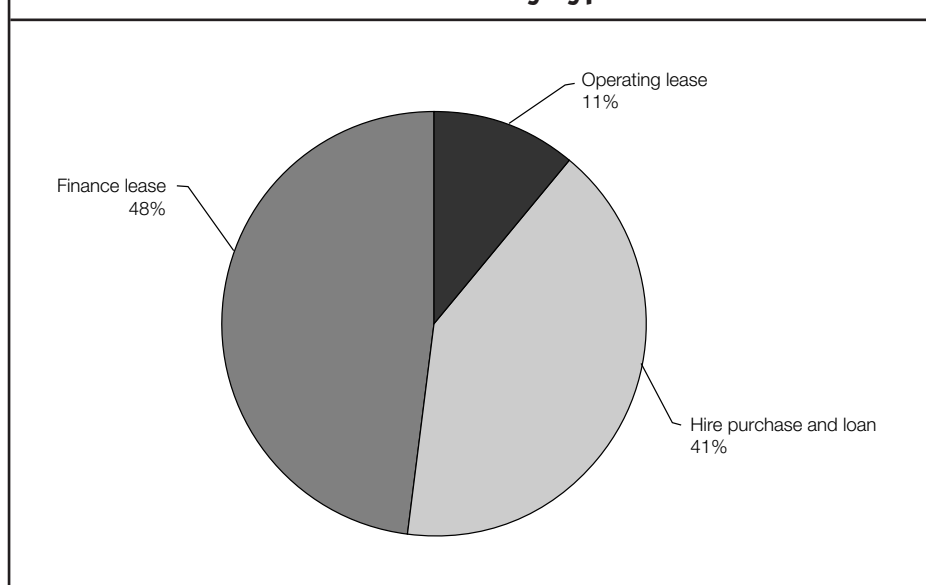
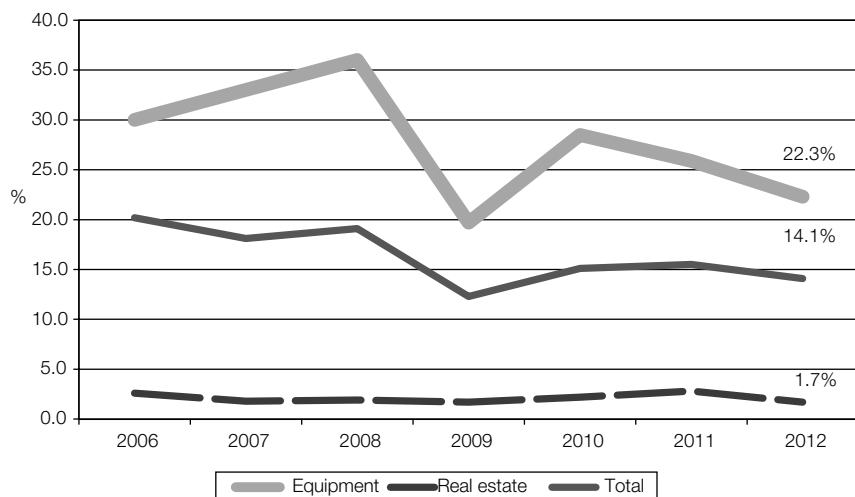


Table 8: New business by sector (2011-12)

Asset type	Production in 2012 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Business sector	1,480	1,467	0.9
Retail sector	255	207	23.2
Public sector	19	21	-9.5
Total market – movables	1,754	1,695	3.5

Source: ALS.

Table 9: Leasing penetration in Slovakia (2006–12)

to government cuts there was not so much support as before.

The lorry leasing sector increased by 6.2%, not a bad result but not comparable to the 29.4% growth rate in 2011. This was partly caused by the fact that the demand in 2009-10 fell rapidly and the market was left with many lorries from prematurely-ended contracts (not recovered items).

In general, the Slovakian leasing market is dominated by motor vehicles, which represent up to 73% of the market, with machinery and equipment holding a 24% share.

Leasing companies can cover a large scale in the financing of new vehicle purchases. When comparing statistics of new

car sales and their funding through leasing companies, we see a strong involvement from leasing. The share of leasing companies is prevalent in this area. For each 10 new cars sold, five were financed by leasing companies. It accounts for more than half (50.6%) of personal car sales, nearly two-thirds of light commercial cars (65%), and three-quarters of lorries (76%).

The structure by type of contract has not shown substantial changes. Successive growth can be seen in the number of operating leases. Its share now reaches nearly 12%, while four years ago it was hardly 6% of the market.

Companies, mainly those with activities across Slovakia, are still discovering

Leasing services

Toyota Financial Services Slovakia sro

Gagarinova 7C, SK-821 03 Bratislava, Slovak Republic. Tel: +421 (2) 4821 3851/2; Fax: +421 (2) 4821 3871; Email: tfssk@toyota-fs.com; Website: www.toyota-finance.sk. Managing Director: Ales Kamar t; Direct Tel: +420 (2) 2299 8301; Email: ales.kamaryt@toyota-fs.com.

Activities: Member of the Leasing Association of Slovakia.

UniCredit Leasing Slovakia AS

Plynárenská 7/A, SK-814 16 Bratislava, Slovakia. Tel: +421 (2) 5927 1111; Fax: +421 (2) 5927 1791; Email: info@unicreditleasing.sk; Website: www.unicreditleasing.sk. CEO: Jiri Matula; Direct Tel: +421 (2) 5927 1456; PR Specialist: Petra Salajková; Direct Tel: +421 (2) 5927 1333; Email: marketing@unicreditleasing.sk.

Activities: Universal leasing company with strong financial background, representing a long-standing leader in the leasing market in Slovakia.

VB Leasing SK spol sro

Kosická 49, SK-821 08 Bratislava, Slovak Republic. Tel: +421 (2) 5998 7111; Fax: +421 (2) 5998 7913; Email: info@vbleasing.sk; Website: www.vbleasing.sk. Sales Director: Andrej Balko; Direct Tel: +421 (903) 576 031; Email: andrej.balko@vbleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

VFS Financial Services Slovakia sro

Dial'nicná cesta 9, SK-903 01 Senec, Slovak Republic. Tel: +421 (2) 3266 2428. Sales Manager: Maros Kolesik; Direct Tel: +421 (911) 820 142; Email: maros.kolesik@vfscsco.com.

Activities: Member of the Leasing Association of Slovakia.

Volkswagen Financial Services Slovakia sro

Vajnorská 98, SK-831 04 Bratislava, Slovak Republic. Tel: +421 (2) 4929 2012/00; Fax: +421 (2) 4929 2001; Email: info@vwfs.sk; Website: www.vwfs.sk. Managing Director: Dusan Benovic; Direct Tel: +421 (2) 4929 2110; Email: dusan.benovic@vwfs.sk.

Activities: Personal and commercial finance. Member of the Leasing Association of Slovakia.

VÚB Leasing AS

Mlynské nivy 1, SK-820 05 Bratislava, Slovak Republic. Tel: +421 (2) 4855 3611; Fax: +421 (2) 5542 3176; Email: info@vubleasing.sk; Website: www.vubleasing.sk. CEO & Chairman of the Board: Branislav Kováčik; Members of the Board: Marian Bonk; Ivona Bobkovicová.

Activities: Financial leasing, operating leasing, fleet management, real estate financing. Founder of the Leasing Association of Slovakia, formerly BOF Leasing.

Westfinreal sro

Zupné Námestie 2206/9, SK-949 01 Nitra, Slovak Republic. Email: info@wfr.sk; Website: www.wfr.sk. Managing Director: Erik Valanec; Direct Tel: +421 (918) 397 737.

Activities: Member of the Leasing Association of Slovakia.

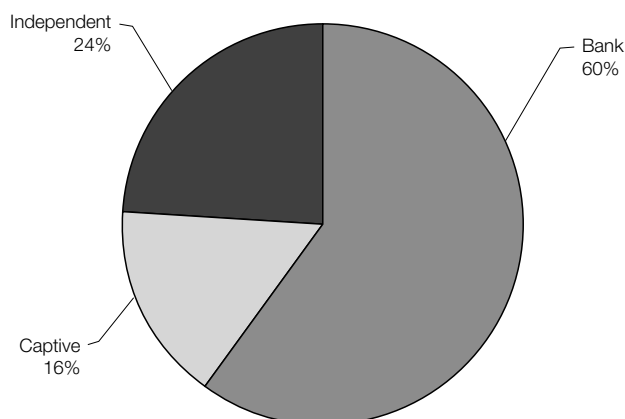
Table 10: Structure of leasing companies according to their ownership profile

Table 11: Ranking of leasing companies in 2012

No.	Company	Volume (€m)
1	ČSOB Leasing	332
2	UniCredit Leasing Slovakia	253
3	VOLKSWAGEN Finančné služby Slovensko	177
4	VÚB Leasing	158
5	Tatra-Leasing	100
6	VB LEASING SK	99
7	Mercedes-Benz Financial Services Slovakia	84
8	IMPULS-LEASING Slovakia	78
9	S Slovensko	63
10	Oberbank Leasing	53
11	SG Equipment Finance Czech Republic	47
12	Consumer Finance Holding	43
13	VFS Financial Services Slovakia	34
14	Home Credit Slovakia	33
15	Deutsche Leasing Slovakia	31
16	PSA Finance Slovakia	30
17	ARVAL SLOVAKIA	27
18	IKB Leasing SR	26
19	LeasePlan Slovakia	25
20	BAWAG Leasing & Fleet	25
Total market		1,841

Source: ALS.

the advantages of operating leasing, predominately personal and light commercial cars. In the area of machinery this kind of leasing is rarely used. The operating lease potential is here, however, and it is beginning to be used appropriately.

The contracts on credit have risen to 43% of the market (37% in 2011). Their share increased by 6% in 2012. In the past, this type of financing was widely used by consumers for financing their demand for buying cars for personal use. A new trend is that credits are gradually becoming popular amongst entrepreneurs

as they prefer the fact that with credit they are owners of the financed asset.

Finance leases in 2012 decreased by 14.3%. In 2012, we witnessed gradual changes in preference of the type of contract. Finance leases have lost their dominant position. Yet in 2002 their share was 93%. Now equipment accounts for 50% of the market, the biggest type but not so strong as it used to be (2002: operating leases 4%, credits 3% of the market).

The client's sector has also seen some changes. Business for companies increased by just 1%, whereas consumers

showed a remarkable growth rate of 23%. In spite of its decisive share of new business made up by the entrepreneur sector (84%, decreasing by 3%), some parts belongs to consumers (15%, going up by 3%) with the rest being public sector, including other types of clients (non-profit organisations, etc.).

Real estate leasing. The volume of real estate leasing in Slovakia is traditionally very low. This is why the penetration is hovering around 2% of financed immovables. In 2012, new business in immovables reached a mere €87m. This was one of the greatest falls – by 44%. Most contracts in funding acquiring building, etc. are still granted by bank loans or by own financing. Housing for individuals is financed only through banks because the state prefers bank loans granting certain benefits in interest rates for people. Up to 92% of contracts granted by leasing companies are finance leases.

Leasing penetration. The strength of the leasing market in acquiring investment in Slovakia has mainly been visible over the last 10 years, when it reached, on average, 30% of reported investments in movable assets. The exception was 2009, when penetration took less than a fifth of investment. The year 2012 witnessed the third inter-annual decrease in penetration, of some 22%.

This article was written by Marian Tibensky, Secretary General, The Leasing Association of the Slovak Republic (ALS), Cintorinska 21, 811 08 Bratislava, Slovakia.



The total volume of new leasing business in Slovakia in 2012 reached €1.8bn, roughly the same as in 2011.